

Message Text

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PAGE 01 LAGOS 07371 010940Z

ACTION EB-07

INFO OCT-01 AF-10 ISO-00 COME-00 /018 W

-----021068 010944Z /10

R 301554Z JUN 77

FM AMEMBASSY LAGOS

TO AMEMBASSY THE HAGUE

INFO SECSTATE WASHDC 2018

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C O R R E C T E D C O P Y FOOTNOTE

E.O. 11652: N/A

TAGS: ENRG, BENC, NI

SUBJECT: NIGERIAN REPRESENTATION FOR FLUOR CORPORATION

1. PLEASE PASS FOLLOWING MESSAGE TO JACK L. DUKE, SALES
MANAGER, FLUOR EUROPE INC., HAARLEM, HOLLAND, TELEPHONE 41219.
DUKE'S HOME ADDRESS IS PAULALAND 4, THE HAGUE, TELEPHONE
070-839437. THIS MESSAGE CLASSIFIED FOR TRANSMISSION PURPOSES,
DECONTROL ON RECEIPT.

2. PETROLEUM OFFICER ATCHELY SORRY TO HAVE MESSED YOU ON LAST
VISIT TO LAGOS. UNDERSTAND YOU DISCUSSED LOCAL REPRESENTATION
WITH GLORIA HERNDON AND SHE SENDING YOU LETTER RECOMMENDING
AJOSI OILFIELD SUPPLY COMPANY WHICH REPRESENTS KAISER ENGIN-
EERING AND SOONER PIPE AND SUPPLY CORPORATION OF AMERICA.
AM UNFAMILIAR WITH THIS COMPANY BUT GLORIA CONSIDERS IT
HIGHLY SUITABLE FOR PURPOSES YOU DISCUSSED WITH HER.

3. HAVE LEARNED THAT YOUNG NIGERIAN ATTORNEY NAMED PETER THOMAS
WHO REPRESENTS FIRMS IN OIL INDUSTRY SUCH AS OCCIDENTAL,
ATLANTIC RICHFIELD, WILLIAMS INTERNATIONAL AND MONTEDISON,
WILL BE IN AMSTERDAY FROM JULY 9 TO 13, STAYING AT HOTEL
OKURA, 175 FERDINAND BOLSTRAAT, TELEPHONE 020-787111. WOULD
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STRONGLY RECOMMEND THAT YOU HAVE A TALK WITH THOMAS BEFORE
MAKING ANY FINAL DECISIONS REGARDING REPRESENTATION IN NIGERIA.
THOMAS AND PARTNER CONFINE SELVES TO PURELY LEGAL REPRESENTA-
TION; HOWEVER, FEEL THOMAS'S ADVICE AND GUIDANCE COULD BE
PARTICULARLY USEFUL IF YOU LOOKING FOR REPRESENTATIVE WHO
HAS AUTOMATIC ACCESS TO HIGHEST LEVELS OF POWER STRUCTURE AND
WHO CAN PROMOTE FLUOR'S INTERESTS IN MAJOR PROJECTS LIKE

PETROCHEMICALS OR LNG. HAVE MENTIONED YOU TO THOMAS, WHO SAID HE WOULD BE HAPPY TO SEE YOU IN AMSTERDAM IF YOU ARE INTERESTED AND WILL GET INTOUCH WITH HIM TO ARRANGE MUTUALLY CONVENIENT TIME. SHOULD YOU ALSO BE INTERESTED IN LEGAL, AS OPPOSED TO COMMERCIAL, REPRESENTATION IN NIGERIA, WOULD RECOMMEND THOMAS AS SUITABLE CANDIDATE.

4. PLEASE CABLE THROUGH EMBASSY THE HAGUE WHETHER YOU WISH TO CONTACT THOMAS AT HOTEL OKURA, AMSTERDAM. REGARDS.
EASUM

NOTE BY OC/T: LAGOS 7371 NOT PASSED.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PETROLEUM INDUSTRY, TRADE ASSISTANCE, PUBLIC CORRESPONDENCE
Control Number: n/a
Copy: SINGLE
Sent Date: 30-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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Film Number: D770247-0943, D770235-0205
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977064/aaaaacox.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: e070e779-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
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Review Content Flags:
Review Date: 04-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
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Review Withdrawn Fields: n/a
SAS ID: 2093970
Secure: OPEN
Status: NATIVE
Subject: NIGERIAN REPRESENTATION FOR FLUOR CORPORATION
TAGS: ENRG, BENC, NI, FLUOR EUROPE INC, FLUOR CORP
To: THE HAGUE
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